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2 Unit Medical Weight Loss & Wellness Practice Houston Metro

Description of Business

This 2 unit physician-led wellness and aesthetic medicine practice is operating from two established locations in the greater Houston metropolitan area — one in the northwest suburbs and one to the west. Founded in 2017, it was built around a preventive, whole-person model of care that pairs medically supervised wellness programs with natural-looking aesthetic treatments, delivered in a boutique, high-touch setting.

The Practice was co-founded by a board-certified Family Medicine physician, who serves as Medical Director, and a board-certified family nurse practitioner. It grew out of a vision for a medical practice centered on prevention, patient education, and individualized guidance rather than episodic diagnosis and prescription. That philosophy remains its core identity and principal point of differentiation: each treatment plan is built around the individual patient's symptoms, goals, body composition, and laboratory markers, with ongoing monitoring and support throughout.

Revenue is anchored in medically supervised weight management — the Practice's largest service line — supported by body-composition assessment, laboratory evaluation, GLP-1 therapies, metabolic care, and IV and vitality support. Around this core, the Practice has assembled a broad and complementary platform of recurring, cash-pay services: hormone optimization and bioidentical hormone replacement therapy for men and women; regenerative medicine, including PRP for joint, hair, facial, and sexual-wellness applications; individualized peptide protocols; and a full menu of non-surgical aesthetics spanning injectables, biostimulators, microneedling, Hydrafacial, laser hair removal, and medical-grade skincare. This breadth allows the Practice to serve patients across multiple wellness and aesthetic needs and to build durable, plan-based relationships.

Clinical care is delivered by a team of board-certified providers — a physician Medical Director and three family nurse practitioners — supported by an aesthetician and a clinic administrative team across both sites. The Practice runs on a modern cloud-based EMR and reaches a bilingual English/Spanish patient base through its website, educational wellness content, and active social

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channels. It reports a strong following and reputation in its markets, with publicly cited figures including a 4.9-star patient rating and more than 10,000 patients served since inception.

The Practice serves a primary market of adults in the northwest Houston suburbs, with secondary reach into the western suburbs and the broader metropolitan area through its second location.

Products & Services:

The Practice offers an integrated platform of wellness and non-surgical aesthetic services, delivered on a consultation-led, cash-pay model. Each plan is tailored to the individual patient's clinical evaluation, goals, and laboratory markers, and a meaningful share of services is delivered through recurring monthly programs that support predictable, repeat revenue.

The estimated breakdown of revenue by service line is as follows:

PRODUCTS/SERVICES	Description	Sales
Medical Weight Loss	Medically supervised GLP-1, appetite, metabolic, IV/vitality and body-composition programs	68%
Hormone Optimization	BHRT/traditional therapy for men and women with labs, monitoring and peptide support	17%
Regenerative Medicine	PRP and non-surgical joint, hair, facial and sexual-wellness support	6%
Peptide Therapy & Aesthetics	Personalized peptide protocols plus injectables, biostimulators, microneedling, Hydrafacial, laser hair removal and skincare	9%

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Medical Weight Management. The Practice's core service line, built on individualized programs:

- Body-composition assessment and baseline laboratory evaluation
- GLP-1 therapies, including Semaglutide and Tirzepatide
- Appetite and metabolic support
- IV therapy and vitality injections

Hormone Optimization. Comprehensive hormone care for both men and women:

- Bioidentical and traditional hormone replacement therapy (BHRT)
- Baseline laboratory evaluation and ongoing monitoring
- Complementary peptide support

Peptide Therapy & Aesthetics. Individualized peptide protocols paired with a full non-surgical aesthetic menu:

- Peptide protocols targeting metabolism, recovery, skin and hair, longevity, and sexual wellness
- Injectables and biostimulators — wrinkle relaxers (Botox), dermal fillers, Radiesse, and Sculptra
- Skin treatments — microneedling, Hydrafacial, dermaplaning, and medical-grade skincare
- Cutera XEO laser hair removal and sclerotherapy

Regenerative Medicine. Platelet-rich plasma (PRP) therapy applied across:

- Joint and mobility support
- Hair restoration
- Facial rejuvenation
- Sexual wellness

Pricing is consultation-led and tailored to each patient's treatment plan, medications, and protocol length. Weight-management programs start at approximately \$200, and hormone-optimization programs start at approximately \$299 per month; peptide, regenerative, and aesthetic pricing is established following clinical consultation. Clinical services are supported by laboratory evaluation of glucose, thyroid, metabolic, and hormone markers through established relationships with external laboratories.

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Employee/Personnel/Payroll:

The Practice operates on a delegated-care model in which board-certified nurse practitioners deliver the majority of clinical care under the oversight of the physician Medical Director. This structure supports efficient provider utilization across both locations and allows day-to-day clinical operations to run without reliance on the owner's personal production.

The team comprises the following clinical and administrative roles:

Title/Position	Duties	# of Years
Medical Director	Co-founder; physician leadership, preventive and wellness medicine	Since 2017
Advanced Practice Registered Nurse – Family Nurse Practitioner	Hormone, peptide, weight-management, PRP and aesthetic care	Practicing since 2020
Certified Family Nurse Practitioner - 1	Family nurse practitioner	Joined May 2022
Certified Family Nurse Practitioner - 2	Weight-management and hormone-related care	4+ clinical years
Location 1 Clinic Manager	Patient experience and clinic leadership	6+ wellness years
Location 2 Clinic Manager	Patient care and clinic leadership	10+ Aesthetics Years

A detailed staffing schedule specifying employment status (full-time / part-time / independent contractor) and compensation for each position is available for buyer review during due diligence.

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Compensation & Benefits. Aggregate staffing cost is reflected in the Practice's financial statements. The Practice does not currently offer employee benefits, and there are no commitments to employees or contractors regarding future compensation increases — keeping personnel overhead lean while leaving a benefits program available to a new owner as a retention tool.

Ownership Information

The Practice operates through a physician-owned professional limited liability company (PLLC) structure, consistent with Texas requirements for physician ownership of a medical practice. The business is wholly owned by its founding physician, who holds a 100% interest and serves as Medical Director. A management agreement is in place governing the administration of the Practice; the business does not currently operate through a management services organization (MSO).

The founding physician provides the medical oversight required for clinical operations but does not draw a salary or fee-for-service compensation, and no owner salary is reflected in the Practice's payroll expense. Consistent with this, the business is reliant on the current owner only to the extent that a licensed physician is required to direct clinical operations — a requirement a new owner can satisfy directly or by retaining a supervising physician, rather than through the individual involvement of the current owner.

The owner is prepared to provide a transition and training period following the sale, with the duration and terms to be negotiated between the parties. The owner's continued involvement beyond the transition period, if any, is likewise open to negotiation and can be structured to suit an incoming owner's needs.

Billing & Collections

The Practice operates on a consultation-led, cash-pay revenue model. Patients pay directly for services, medications, and treatment protocols, with no reliance on third-party insurance reimbursement or the associated collection cycle. A portion of revenue is delivered through recurring monthly programs — cancellable by the patient on one month's notice — which supports predictable, repeat billing across the Practice's weight-management, hormone, and other protocol-based service lines.

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Patient records, scheduling, and healthcare receivables are managed through OptiMantra, a cloud-based electronic medical record and practice-management platform. The Practice does not currently carry healthcare payables or offer patient financing programs.

Annual Revenues and Profits:

The Practice operates through two entities. Their reported annual revenue and net income are presented below, both individually and on a combined basis.

ANNUAL REVENUE

Period	Entity One	Entity Two	Combined
FY 2024	\$525,277	\$873,888	\$1,399,165
FY 2025	\$368,676	\$727,671	\$1,096,347
2026 (Jan-Jun)	\$152,825	Not provided	—

****NOTE: Financial information has been provided by the seller and is derived from seller-prepared, cash-basis financial statements. All figures are unaudited. Buyer is advised to confirm all numbers and to engage a qualified CPA to review all financials as part of due diligence.***

The units are absentee run and are not managed efficiently. Labor costs are running around 50%. The owners are physicians and run other, more profitable medical practices and are not able to give these practices the attention required to increase profitability.

Equipment

The Practice's clinical operations are supported by a modern equipment platform across both locations, with the principal energy-based and treatment systems recently acquired and well within their service lives. Major equipment includes a Cutera XEO laser platform (approximately two years old) used for laser hair removal and related energy-based treatments, and a Hydrafacial system (approximately three years old) for advanced facial skin-resurfacing treatments. The Practice is further equipped for platelet-rich plasma (PRP) processing and administration, body-composition assessment, IV infusion therapy, microneedling, and injectable treatments.

On-hand inventory of medications and retail products carries an approximate wholesale value of \$5,000. A detailed asset list specifying all equipment, furnishings, and inventory included in the sale is available for buyer review during due diligence.

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Hours of Operation

The Practice maintains the following hours across its two locations:

Day	Location One	Location Two
Monday	9:00 AM – 5:00 PM	10:00 AM – 6:00 PM
Tuesday	9:00 AM – 5:00 PM	10:00 AM – 2:00 PM
Wednesday	9:00 AM – 5:00 PM	Closed
Thursday	9:00 AM – 5:00 PM	9:00 AM – 5:00 PM
Friday	9:00 AM – 5:00 PM	9:00 AM – 5:00 PM
Saturday	Closed	Closed
Sunday	Closed	Closed

Real Estate

The Practice operates from two locations.

Location 1 is owned by the founding physician and will be rented at \$6,000 per month. The building can also be purchased for \$750,000.

Location 2 operates under a lease renewable through 2036, providing long-term occupancy security at that site. The leased premises carry monthly rent of approximately \$7,068, partially offset by subtenant income of approximately \$1,240 per month, for a net monthly occupancy cost of approximately \$5,828.

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Marketing

The Practice reaches its patient base through a digital-first marketing approach anchored by a bilingual English/Spanish website with service-specific pages, online booking, and consultation forms. Patient acquisition is supported by an AI-driven wellness quiz and an educational wellness journal that generate inquiries and reinforce the Practice's preventive, physician-led positioning, alongside an active social media presence across Instagram, Facebook, YouTube, and TikTok. The Practice's reputation is further supported by published patient-rating and social-proof messaging.

This established digital infrastructure represents a working patient-acquisition engine that a new owner can extend through more focused, location-specific search marketing, systematic conversion tracking from the Practice's existing online funnels, service-line email and SMS follow-up, and structured reputation and referral programs.

Areas of Opportunity

The Practice presents substantial opportunity for growth under a more actively engaged owner. Its two-location infrastructure, licensed provider team, broad service platform, and established digital presence are already in place; much of the upside lies in fuller utilization of assets and service lines the current owners have not had the capacity to push.

Key growth opportunities include:

- **Fuller activation of the second location.** The western-suburbs location currently operates on limited hours and remains underutilized relative to its capacity, representing immediate room to expand appointment availability and patient volume without new capital investment.
- **Cross-referral across existing service lines.** Revenue is concentrated in medical weight loss, while the Practice's hormone, peptide, regenerative, IV, and aesthetic programs remain comparatively underdeveloped. Systematic cross-referral among these complementary programs represents a clear path to broadening the revenue base and increasing average revenue per patient.
- **Expanded recurring and membership programs.** Deepening the Practice's recurring protocols and membership structures across its weight, hormone, peptide, IV, and aesthetic services would strengthen predictable, repeat revenue.
- **Fuller use of the digital lead-generation platform.** The Practice already operates an educational wellness journal and an AI-driven wellness quiz that generate patient inquiries. Systematic conversion tracking, service-line email/SMS follow-up, location-

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specific search marketing, and structured reputation and referral programs represent significant untapped acquisition potential.

- **Selective insurance participation.** Introducing acceptance of health insurance for certain services — such as hormone therapy and weight management — would open the Practice to a materially larger patient pool beyond its current cash-pay base.
- **Telemedicine and medication fulfillment.** Expanding telemedicine appointments and direct medication shipping would allow the Practice to serve patients well beyond its two physical locations and scale capacity efficiently.
- **New service offerings in development.** The Practice is preparing to introduce Retatrutide, an emerging GLP-1 weight-management therapy, extending its core weight-loss platform as demand for next-generation metabolic treatments continues to grow.

The Practice is absentee run as the current owners are active in other medical practices and are not able to give this practice full attention.

Don't miss this opportunity to step into 2 fully staffed med spas.

For more information, contact us: info@pacificrb.com.